

OST-95-206-25

ORIGINAL

BEFORE THE
DEPARTMENT OF TRANSPORTATION
OFFICE OF THE SECRETARY
WASHINGTON, D.C.

DEPARTMENT OF TRANSPORTATION

95 APR -6 PM 3:47

SECRET SECTION

U.S.-TORONTO SERVICE PROCEEDING

Docket 50168

**SELF-DIVERSION EXHIBITS
OF
USAIR, INC.**

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April 6, 1995

USAIR'S ESTIMATED SELF DIVERTED PASSENGERS AND REVENUE

	USAIR MARKET SHARE 1/	FORECAST PASSENGERS YEAR ENDED MARCH 1996 2/	USAIR SELF DIVERTED PASSENGERS	AVERAGE FARE 2/	USAIR SELF DIVERTED REVENUE (000)
IRON/CANTON	24.6%	386	95	\$182	\$17
ALBANY	67.1%	134	90	\$206	\$19
ALBUQUERQUE	1.2%	988	12	\$220	\$3
ALLENTOWN	81.6%	914	746	\$195	\$146
ALTOONA	97.9%	124	121	\$128	\$16
ASHLAND,KY/HUNTINGTON	39.6%	225	89	\$213	\$19
ATLANTA	4.0%	934	37	\$217	\$8
AUSTIN	0.5%	867	4	\$284	\$1
BALTIMORE	12.5%	1,032	129	\$163	\$21
BINGHAMTON	0.0%	69	0	\$193	\$0
BIRMINGHAM	5.6%	578	32	\$229	\$7
BOSTON	44.2%	1,703	753	\$173	\$130
BURLINGTON	90.3%	394	355	\$200	\$71
CHARLESTON, WV	40.0%	356	142	\$196	\$28
CHARLOTTESVILLE	89.8%	432	388	\$192	\$74
CHARLOTTE	85.5%	3,208	2,744	\$237	\$650
CHICAGO	0.1%	1,656	2	\$149	\$0
CINCINNATI	7.3%	456	33	\$215	\$7
CLARKSBURG	10.8%	274	30	\$215	\$6
CLEVELAND	12.9%	2,969	384	\$116	\$45
COLUMBUS, OH	0.7%	1,930	13	\$190	\$2
CUMBERLAND	64.5%	155	100	\$157	\$16
DALLAS/FT. WORTH	1.4%	2,074	28	\$229	\$7
DAYTON	21.3%	501	107	\$177	\$19
DENVER	0.9%	2,867	27	\$240	\$6
DETROIT	0.1%	987	1	\$126	\$0
ELMIRA	0.0%	31	0	\$356	\$0
EVANSVILLE	19.4%	564	109	\$232	\$25
GRAND RAPIDS	0.5%	989	5	\$191	\$1
FLINT	0.0%	293	0	\$198	\$0
FT. LAUDERDALE	29.7%	3,309	982	\$151	\$148
FT. MYERS	35.5%	1,817	645	\$160	\$103
FT. WAYNE	1.0%	833	9	\$202	\$2
GREENBRIER	95.0%	60	57	\$245	\$14
GREENSBORO/HIGH POINT	78.1%	878	686	\$227	\$156
HAGERSTOWN	88.4%	225	199	\$242	\$48
HARRISBURG	88.4%	1,557	1,376	\$194	\$267
HARTFORD	5.7%	2,188	125	\$191	\$24
HOUSTON	3.1%	566	17	\$244	\$4
INDIANAPOLIS	8.2%	1,584	131	\$197	\$26
ISLIP/LONG ISLAND	93.2%	285	265	\$209	\$55
JACKSONVILLE, FL	34.7%	980	340	\$217	\$74
JOHNSTOWN	76.0%	52	39	\$185	\$7
KALAMAZOO	0.5%	838	4	\$194	\$1
KANSAS CITY	4.0%	2,119	85	\$232	\$20
KNOXVILLE	7.2%	723	52	\$254	\$13
LANCASTER	83.7%	165	138	\$199	\$28
LANSING	0.0%	406	0	\$159	\$0
LAS VEGAS	1.2%	1,656	19	\$243	\$5
LEXINGTON/FRANKFORT	4.6%	788	37	\$203	\$7
LOS ANGELES	2.0%	4,060	82	\$210	\$17
LOUISVILLE	4.3%	1,735	75	\$239	\$18
LYNCHBURG	89.9%	348	313	\$276	\$86
MANCHESTER	95.9%	658	631	\$176	\$111
MEMPHIS	1.3%	776	10	\$249	\$3
MIAMI	1.2%	2,706	32	\$145	\$5
MILWAUKEE	0.2%	3,206	7	\$182	\$1
MINNEAPOLIS/ST.PAUL	0.2%	4,106	10	\$245	\$2
MONTICELLO	47.5%	148	70	\$242	\$17
NASHVILLE	1.2%	1,606	19	\$228	\$4
NEW ORLEANS	16.0%	3,000	479	\$185	\$89
NEW YORK/NEWARK	1.5%	4,844	72	\$143	\$10
NEWBURGH	66.0%	246	162	\$182	\$30
NEWPORT NEWS/HAMPTON	89.9%	252	226	\$220	\$50
NORFOLK	79.8%	526	420	\$219	\$92
OIL CITY/FRANKLIN	63.3%	31	20	\$265	\$5
ORLANDO	15.7%	8,156	1,280	\$144	\$184
PARKERSBURG	18.0%	238	43	\$249	\$11
PHILADELPHIA	93.0%	2,635	2,452	\$167	\$409

USAIR'S ESTIMATED SELF DIVERTED PASSENGERS AND REVENUE

	USAIR MARKET SHARE 1/	FORECAST PASSENGERS YEAR ENDED MARCH 1996 2/	USAIR SELF DIVERTED PASSENGERS	AVERAGE FARE 2/	USAIR SELF DIVERTED REVENUE (000)
PHOENIX	3.9%	5,296	207	\$217	\$45
PITTSBURGH	6.8%	15,559	1,056	\$127	\$134
PORTLAND, MAINE	82.0%	868	712	\$194	\$138
PROVIDENCE	52.5%	257	135	\$189	\$25
RALEIGH/DURHAM	21.0%	2,036	428	\$240	\$103
READING	95.7%	173	166	\$201	\$33
RICHMOND	93.3%	859	801	\$202	\$162
ROANOKE	86.0%	528	454	\$221	\$100
SAGINAW	0.0%	309	0	\$171	\$0
SAN ANTONIO	1.8%	432	8	\$237	\$2
SAN DIEGO	3.4%	4,675	157	\$215	\$34
SAN FRANCISCO	1.9%	2,021	39	\$223	\$9
SAN JUAN	14.6%	1,468	214	\$249	\$53
SANTA ANA	1.2%	1,414	17	\$299	\$5
SARASOTA/BRADENTON	21.8%	1,219	266	\$144	\$38
SCRANTON/WILKES-BARRE	79.5%	670	533	\$204	\$109
SEATTLE	3.7%	3,374	126	\$268	\$34
SOUTH BEND	3.2%	1,155	37	\$203	\$7
STATE COLLEGE	94.6%	147	140	\$200	\$28
ST. LOUIS	3.2%	3,112	98	\$211	\$21
TAMPA	3.1%	12,878	394	\$133	\$52
TOLEDO	0.0%	333	0	\$181	\$0
WASHINGTON	82.4%	1,073	884	\$176	\$156
WEST PALM BEACH	43.0%	3,120	1,342	\$165	\$221
WHITE PLAINS	87.8%	154	135	\$226	\$31
WILLIAMSPORT	93.3%	280	261	\$269	\$70
YOUNGSTOWN	37.0%	121	45	\$172	\$8
TOTAL ON LINE		151,923	31,198		\$5,941
CONNECTIONS AT 4% OF ONLINE			1,248	\$186	\$232
TOTAL SELF DIVERTED			32,446		\$6,173
LESS PASSENGER RELATED EXPENSE 3/					\$1,653
NET REVENUE DIVERTED					\$4,520

1/ SOURCE: USAIR COMPANY RECORDS. DATA DOES NOT REFLECT MARKET SHARE ASSOCIATED WITH OPERATIONS OF COMMUTER CARRIERS. TRAFFIC MOVING WHOLLY ON COMMUTER CARRIERS IS NOT INCLUDED IN THE DOT DATA BASE AND WAS NOT REFLECTED IN THE BASE OR FORECAST MARKET SIZES USED TO CONSTRUCT USAIR'S TRAFFIC FORECAST. THEREFORE, NO SUCH TRAFFIC IS INCLUDED IN THE SELF DIVERSION EXHIBIT. THIS FACTOR HAS A SIGNIFICANT EFFECT IN THE BALTIMORE, DAYTON AND INDIANAPOLIS - TORONTO MARKETS.

2/ US-404.

3/ US-502.

USAIR'S EXPENSES ASSOCIATED WITH SELF DIVERTED PASSENGERS AND REVENUE

		UNITS	EXPENSE (000)
<u>EXPENSE 1/</u>			
PASSENGER SERVICE	@ \$6.52/1000 RPMS	27,905	\$182
PASSENGER COMMISSION	@ 9.01% OF PASSENGER REVENUE	\$6,173	\$556
OTHER RESERVATIONS AND SALES	@ 30.57 PER 1,000 RPMS	27,905	\$853
ADVERTISING	@ 1.00% OF PASSENGER REVENUE	\$6,173	\$62
TOTAL			\$1,653

1/ US-402.

Certificate of Service

I certify that on this day I served the Self-Diversion Exhibits of USAir, Inc. by facsimile, followed with a second copy by U.S. mail, postage prepaid, upon the following:

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April 6, 1995